

Message Text

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PAGE 01 PEKING 02455 100825Z
ACTION EA-12

INFO OCT-01 ISO-00 SOE-02 AID-05 CEA-01 CIAE-00
COME-00 DODE-00 EB-08 DOE-15 H-01 INR-10 INT-05
L-03 NSAE-00 NSC-05 OMB-01 PM-05 ICA-11 OES-09
SP-02 SS-15 STR-07 TRSE-00 ACDA-12 /130 W
-----024038 102331Z /75

R 100223Z AUG 78
FM USLO PEKING
TO SECSTATE WASHDC 1633
INFO AMCONSUL HONG KONG
AMEMBASSY TOKYO

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E.O. 11652: NA
TAGS: ECEM EEWT CH US

SUBJ: US FERTILIZER SALES TO CHINA

REF: 77 PEKING 1682

1. UNION OIL COMPANY/COLLIER CARBON AND CHEMICAL CORP
REPRESENTATIVE INFORMED USLO ON AUGUST 9 THAT UNION/COLLIER
HAD JUST CONCLUDED ITS SECOND SALE OF UREA FERTILIZER TO
THE PRC. UNION/COLLIER'S FIRST SALE WAS CONCLUDED LST
YEAR (REFTEL) AND IS BELIEVED TO HAVE TOTALED 14,000 TONS.
THIS YEAR'S SALE WAS "ABOVE" THE LAST SALE, ACCORDING TO
THIS SOURCE.

2. THIS TRADER, WHO IS WELL INFORMED, SAID THAT US ORIGIN
CHEMICAL FERTILIZER SALES TO CHINA MAY REACH \$40 MILLION THIS
YEAR. HE STATED THAT MITSUBISHI IS MAKING LARGE SALES OF
FERTILIZER PRODUCED IN PLANTS IT OWNS IN ALASKA (SOURCE OF
UNION/COLLIER UREA IS ALSO ALASKA). ALSO, ACCORDING
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TO THIS SOURCE, SOME 100,000 TONS OF DAP (AN AMMONIA-
PHOSPHATE BLEND) WERE RECENTLY SOLD FROM FLORIDA.

3. UNION/COLLIER SHIPMENT WILL BE IN BULK. THE SELLER
WILL BE SUPPLYING BAGS BUT NOT A BAGGING MACHINE AS IT
DID LAST YEAR. DESIGNATED PORTS ARE YENTAI AND SHANGHAI.

4. COMMENT: LAST YEAR US EXPORTS OF UREA, A NEW ITEM IN THE TRADE, REACHED A VALUE OF \$8 MILLION. THROUGH MAY OF THIS YEAR THE TOTAL WAS \$305 MILLION OF WHICH 1.7 MILLION WAS SHIPPED IN MAY. THIS IS A PROMISING BEGINNING, BUT STILL FAR FROM THE \$40 MILLION FIGURE SUGGESTED BY UNION/COLLIER. JAPAN REMAINS BY FAR THE LARGEST SUPPLIER OF CHEMICAL FERTILIZER.
WOODCOCK

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NNN

Message Attributes

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Disposition History: n/a
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